

Susan K. Eick

2417 N. 96th Street, Wauwatosa, WI 53226
email:susaneick@wi.rr.com

PROFESSIONAL EXPERIENCE

- 2015 -present Director of Lending - Wisconsin and Iowa
IFF Milwaukee, Wisconsin
- Loan origination and analysis of nonprofit lending for equipment and real estate
 - Relationship development with key stakeholders in Milwaukee and throughout Wisconsin and Iowa
 - Business Development and nonprofit lending technical assistance
- 2009 -2015 President
Legacy Redevelopment Corporation Milwaukee, Wisconsin
- Management, growth and development of a Certified Development Financial Institution (CDFI) non-profit organization providing small business and non- profit lending in the Milwaukee area with a focus on low moderate income communities
 - Origination, underwriting and management of a \$4MM CDFI loan fund
 - Overall management of commercial property owned, North Avenue Commerce Center II
 - Management of partnership interest in *The Legacy*, a 51 single family home development located near 21st and North Avenue in Milwaukee
 - Developed four owner occupied residential properties in *The Legacy* utilizing federal HOME funds
 - Website and marketing development of organization
 - Oversight and preparation of materials for Board of Directors meetings
 - All asset and liability management of organization
 - Financial statement oversight including interaction with auditors
 - Creation of employee handbook and all HR policies and procedures
 - Authored Loan Policy and Procedures of the organization
- 2004- 2009 Vice President-Commercial Lending
Park Bank Brookfield, Wisconsin
- Management of \$45MM loan portfolio focusing on retention and expansion of banking relationships
 - Commercial & industrial lending, real estate lending and development lending
 - Targeted prospect calling through effective networking
 - Responsible for all aspects of US Small Business Administration Guaranteed Loan Programs for the bank to include 7(a), 504, Community Express utilizing E-Tran.
 - Presentation of credit facilities at officers and directors loan committee meetings
 - Collection, turnaround and workout of credit relationships when appropriate
 - Leader in employee related "Driven by Yes" initiatives
- 2001 - 2004 Loan Program Manager
Wisconsin Women's Business Initiative Corporation Milwaukee, Wisconsin
- Management, coordination and expansion of SBA and other funders micro-loan program
 - Management of loan client pipeline and lending staff
 - One on one counseling to potential loan clients to include access to capital, business plan review, business viability and general business assistance
 - Underwriting, presentation to loan committee and closing of micro-loan requests
 - Underwriting of loan requests for Madison based organization lending to non-profit organizations
 - Provide micro lending and conventional business lending education at various training courses, conferences and community meetings
- 1991 - 2001 Vice President / Small Business Banking
Team Leader of 3 Small Business Bankers servicing 21 bank offices
Small Business Banker servicing the Downtown, East Side and North Shore
Firststar Bank Milwaukee NA. n/k/a US Bank Milwaukee Wisconsin

- Coached and motivated bankers to increase sales production and develop bank office relationships
- Generated \$7MM in new business loans in 1999 and \$8MM in 2000, while servicing a \$24MM portfolio
- Consistently recognized in the top quartile for loan production bank wide
- Awarded Firststar Pinnacle for 2 quarters in 1999

1988-1991 Assistant Vice President / Bank Manager
Hibernia National Bank New Orleans Louisiana

- Promoted to manage the West Esplanade and Airline bank offices; deposits of \$110MM and loans of \$30MM
- Managed 25 employees to include hiring, counseling, training, team building, disciplinary action and terminations
- Small business and consumer loan sales to include underwriting, documentation and collections
- Prepared annual budgets to include assets, liabilities, income & expenses with superior results
- Analyzed consumer and business loans for bank acquisitions

1986-1988 Assistant Bank Manager / Assistant Banking Officer
Hibernia National Bank New Orleans, Louisiana

- Supervised tellers, front office personnel and managed all branch operations
- Sales of retail banking products to include consumer lending and insurance sales

1983-1985 Branch Manager / Customer Service Representative
First Wisconsin National Bank of Waukesha Delafield, Wisconsin

- Managed teller staff and branch operations
- Responsible for all retail sales

EDUCATION B.S. in Business Administration and Sociology
 1983
 Carroll College, Waukesha, Wisconsin
 Minor: German GPA: 3.41 Cum laude

2009-2010 National Development Council
 Economic Development Finance Professional awarded June 15, 2010

PROFESSIONAL ASSOCIATIONS

Chair - City of Milwaukee North Avenue Marketplace BID 32
 Chair - City of Wauwatosa, Community Development Authority
 Past Board Member and Treasurer - Fondy North Economic Development Corp.
 Board Member - Wisconsin Lutheran High School Foundation
 Past Advisory Board Member - Wisconsin Business Development Finance Corporation
 Past Board of Director / Vice President of Membership - Tempo Waukesha, Waukesha, WI
 Member - Wisconsin Commercial Real Estate Women
 Past Treasurer - Glendale Chamber of Commerce
 Past Treasurer - Glendale Economic Development Corporation
 Past Secretary - East North Avenue Association
 Past Loan Committee Member - Wisconsin Women's Business Initiative Corporation
 Past Board of Director - Legacy Bank, Milwaukee, Wisconsin
 Chairperson of Loan Committee
 Past Board Member - Millennium Housing Foundation
 Past Board Member - Greater Wisconsin Opportunity Fund
 Past Board Member - Burleigh Street CDC

AWARDS

US Small Business Administration - 2006 Women in Business Champion, Wisconsin
 Tempo International - 2008 Chapter Award

PERSONAL INTERESTS

- Past Chairperson of Genealogy Committee for Germanfest, Inc.
- Past member of St. John's Lutheran School Elementary School Committee, Rooted & Growing Capital Campaign and Chairperson of WRISA school accreditation Steering Committee. School received Exemplary Accreditation.
- Enjoy gardening, biking and community events